

the Permanent

125th Annual Report 1979



The Permanent in outline

Canada Permanent Mortgage Corporation was incorporated in Canada as a building society in 1855. In 1899 it was re-incorporated by Special Act of Parliament of Canada upon its merger with three other Canadian loan companies. In 1913 its principal subsidiary, Canada Permanent Trust Company was formed, initially to undertake the duties of executors, trustees and fiduciary agents. Since then, through a series of acquisitions and mergers, the companies have grown to the point where together they constitute one of the leading financial institutions in Canada.

Since 1976 the companies have broadened their portfolios through the formation of other subsidiaries for investments in real estate development and commercial loans to medium and small Canadian corporations. In 1978, the companies acquired a 51% interest in Canada Permanent Trust Company (U.K.) Ltd.—a U.K. bank.

The 125th Annual General Meeting of Shareholders will be held at the Royal York Hotel, Toronto, Friday, February 22, 1980.

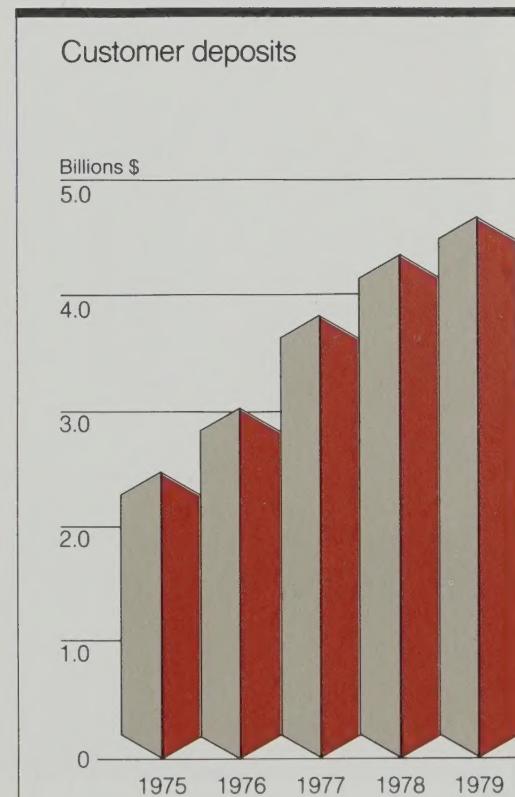
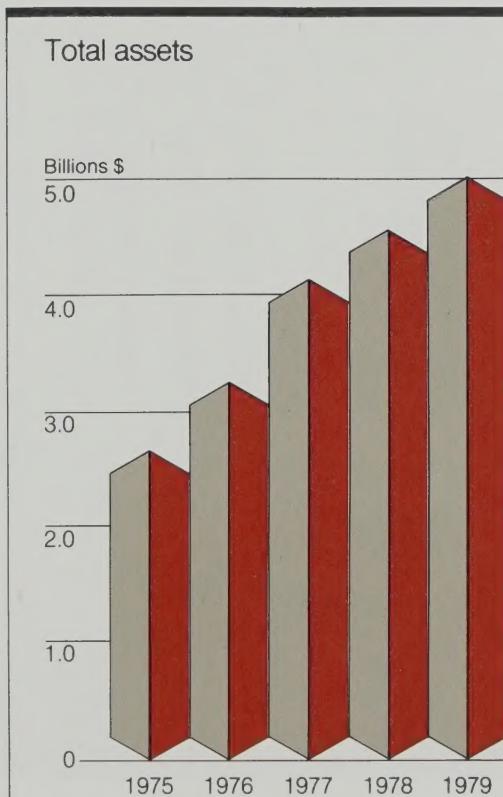
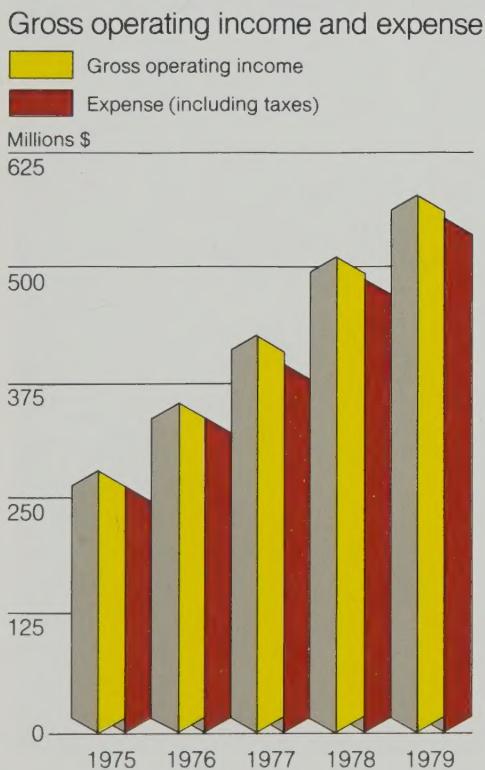
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Highlights

For the Year Ended	1979	1978	Percentage increase (decrease)
Net earnings from operations	\$ 19,875,000	\$ 19,675,000	1.0%
Net gain on disposal of securities and premises	1,785,000	75,000	
Net earnings	\$ 21,660,000	\$ 19,750,000	9.7%
Basic earnings per common share			
Net operating income	\$2.28	\$2.25	1.3%
Net earnings for the year	\$2.53	\$2.26	11.9%
Dividends per common share	\$1.14	\$1.14	
At the Year End			
Total assets	\$5,001,169,000	\$4,579,095,000	9.2%
Customer deposits	\$4,686,880,000	\$4,282,247,000	9.4%
Estates, trusts and agencies	\$3,240,542,000	\$2,977,968,000	8.8%
Number of shareholders			
—Common	6,146	6,416	
—Preference	2,135	2,219	
Number of employees (all companies)	3,025	3,029	
Number of real estate commissioned sales agents	1,736	1,787	





Vancouver, British Columbia branch
circa 1910

Toronto
January 16, 1980.

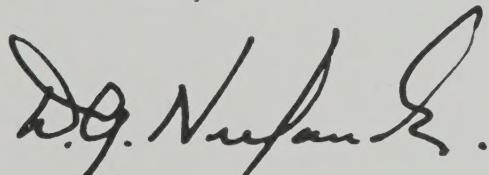
Dear Shareholder:

On the occasion of the 125th Annual Report it is fitting that we recognize on our cover, the founder of Canada Permanent Mortgage Corporation, John Herbert Mason, who served the company in various capacities until his death in 1911, including terms as President from 1888-1899 and Chairman from 1900-1907. Within the report, we are featuring water colours and photographs of office buildings from which we conducted our business in the early years and some of the more modern branches currently in service.

From the company's inception, the Board of Directors and management strove to ensure that the name Canada Permanent on any building, in any community across Canada, would be regarded by the local residents as a place in which they could conduct their financial affairs discreetly, safely and prudently. Today, the name appears on 194 buildings through which the public have access to our services, ranging from savings and chequing facilities, term investments, tax shelter plans, trust and other fiduciary services, mortgage financing, real estate brokerage, personal loans for individuals to commercial loans and other services for business enterprises.

Over the years, the philosophy adopted by the founders has successfully endured and as we approach our 125th anniversary, it is our firm commitment to continue to build on the fine reputation we have inherited.

Yours sincerely,



Donald G. Neelands



50 Bloor Street West
Toronto, Ontario

Report on Operations and Financial Results

Review of 1979

At the outset of 1979, it was our belief that the unfolding of economic events in the ensuing year would be heavily dominated by external developments. The slowdown in the U.S. economy which loomed large at that time was expected to suppress Canada's overall growth, while inflation was expected to remain at high levels. We expressed concern over Canada's growing balance of payments problems and identified the need for the Bank of Canada to pursue an interest rate course vis-a-vis the United States, which would continue to provide an incentive for the northbound flow of capital. What we did not anticipate were the economic discontinuities and political shocks which dominated the international scene throughout 1979. The surge in the world price of oil added a dimension of uncertainty to the global environment and had a particularly severe effect on the United States because of that country's dependence on imported energy, further undermining the value of its currency on international money markets. The Federal Reserve Board undertook to reverse the situation with a series of aggressive interest rate increases, the implications of which proved to be particularly severe in a Canadian context—given the sensitivity of the exchange rate to short-term interest rate differentials. The Bank of Canada had no recourse but to respond by pushing administered rates up 275 basis points to an all-time high of 14.00% over the same time span. This latter resulted in an interest rate environment particularly unfavourable to The Permanent. Despite this adverse capital market condition, a number of encouraging developments which took place in Canada during 1979 should be noted. These include record increases in employment numbers, surging industrial corporate profits and a continued revival in business investment spending.

Financial Summary

Income and Expenses

Net earnings of the company in 1979, at \$21,660,000, were 9.7% higher than the 1978 figure of \$19,750,000. After deducting preference share dividends of \$3,707,000, basic earnings per common share amounted to \$2.53 for a net return on average common equity of 13.3%. Included in the net earnings is a net gain on disposal of securities and premises of \$1,785,000 in 1979 compared to \$75,000 in 1978.

In the year, the company declared dividends of \$1.14 per common share, maintaining its record of declaring a dividend in every year of its operation since 1860, when the first Canada Permanent stock was issued.

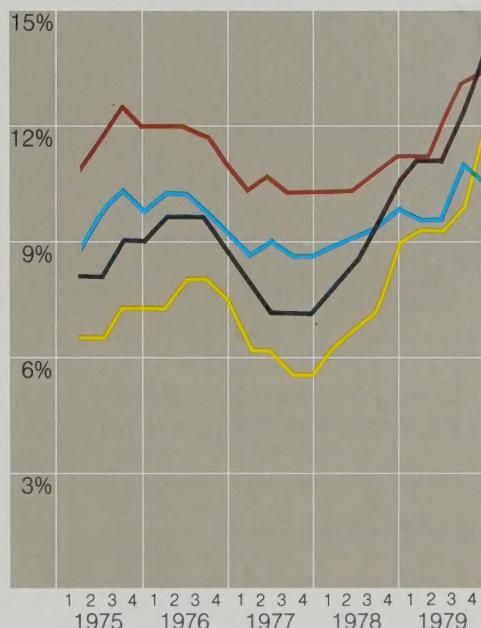
Interest and dividend income increased to \$496,251,000 during 1979, an improvement of 16.1% over 1978. However, interest expense, reflecting the rising rate structure which occurred during the year, increased by \$73,428,000 to \$414,490,000 with the result that net investment income declined by \$4,594,000.

Increases, on the other hand, were recorded in the other segments of our business, most notably in real estate commissions, fees from estates and personal trusts, and from pension trust and investment management. In total, fees and commission income increased by 11.2% from 1978 to \$85,156,000. Other income which increased by 25.7% to \$6,518,000 includes fees, first introduced at the start of the 1979 fiscal year, earned on chequing accounts and other banking services.

Movements in major interest rates

(Interest rates are at the final day in final month of each quarter)

- Bank of Canada rate
- The Permanent 5-year conventional mortgage rate
- The Permanent 5-year debentures and guaranteed investment certificates rate
- The Permanent savings interest rate





Saint John, New Brunswick
Maritime Provinces branch, circa 1910

In 1979, we were able to contain our operating expenses to an increase of 6.7% over 1978. Considering the economic environment in which we operated, this represents a significant achievement and is indicative of the splendid effort we have received from our staff. The largest dollar increase in controllable costs occurred in salaries which reflects our practice to compensate staff for performance and to remain competitive in the industry. In 1979 the average cost of salary and benefits to the company for each salaried employee was \$17,017 compared to \$16,083 in 1978.

The increase in premises costs of \$1,331,000 in 1979 over the 1978 costs of \$11,320,000 was occasioned by a combination of new branches being opened, the leasing of additional administrative office space and inflation. Some of the individual increases were 14.3% in rent, 7.6% in maintenance and upkeep costs, 10.6% in realty taxes and 6.7% in utilities.

In prior years, marketing, data processing, communications and other administrative costs were grouped on the financial statements under the sub-heading 'Other expense'. This item, we concluded, was becoming relatively meaningless to the shareholder. Consequently, the current statements identify the respective costs to provide a more comprehensive analysis of our operations. Marketing expense, which includes advertising, promotion and commission costs on term and mortgage products, has increased in 1979 by 5.5% from 1978, despite our curtailment of television advertising. The increases in the remaining expense categories can be attributed in the most part to inflation. We will continue to exercise strict controls over these expenditures.

Assets and Liabilities

Assets

In 1979, total assets of the company were up \$422,074,000 or 9.2% from 1978, to \$5,001,169,000. The following is a review of the company's major assets.

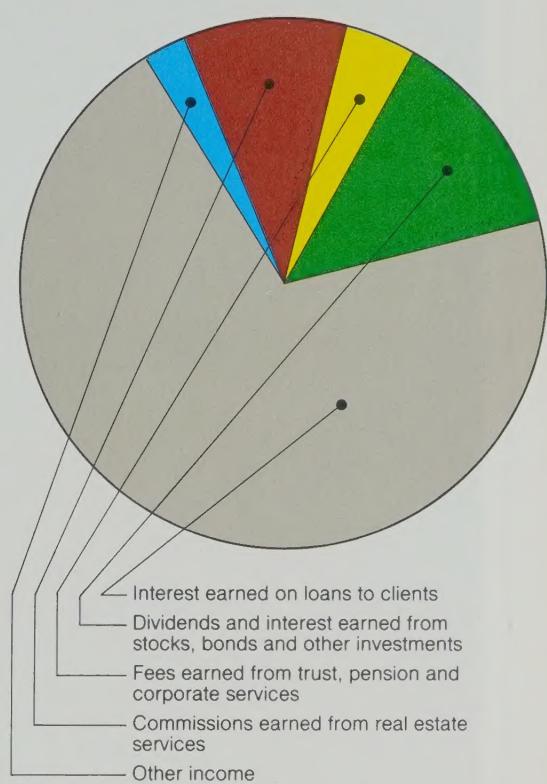
Mortgages

For most of the first half of the year, mortgage rates were generally soft due to a surplus of funds and little demand. This changed significantly in the third quarter to coincide with an active real estate resale market. As a result of the market demand, rates started moving upwards and accelerated early in the last quarter to coincide with the bank rate increases. By the end of October our five year conventional mortgages were generally at 14.75% resulting in a sharp decline in the demand for mortgage financing, particularly for longer term mortgages. At the same time, we experienced a significant flow of funds from debt instruments, savings accounts and mortgage repayments, all of which helped to reduce the longer term mortgage rates to 13.25% at December 31. We remain hopeful that these will be generally rolled back in 1980 to a level acceptable for the public. This should not only increase the demand for new mortgages, but also protect those customers whose mortgages will be due for renewal. In the twelve months, repayments were \$356,138,000 compared to \$330,223,000 in the prior year. Advances, however, at \$731,903,000 were 2.5% higher than in 1978.

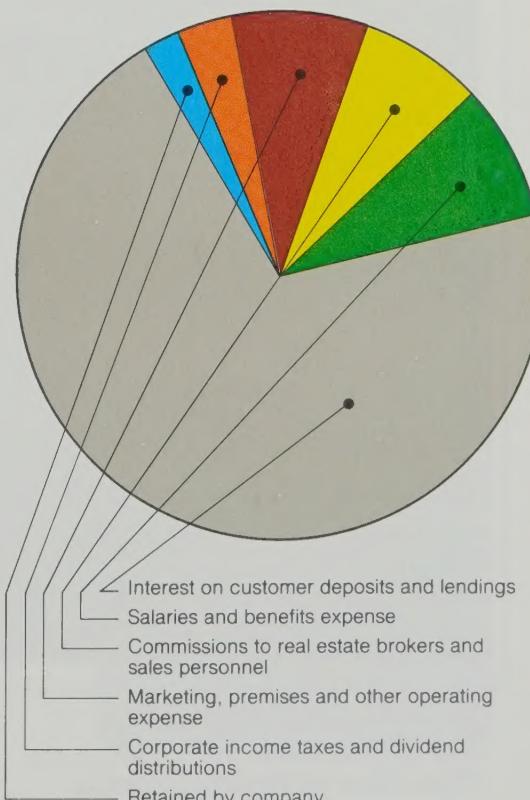
Personal Loans

Personal loans also provided a challenging market environment during the year, with most financial institutions actively competing to improve their market positions. Our personal loan rate structure was maintained at between

Source of revenue—1979



Distribution of revenue—1979





299 Victoria Street
Prince George, British Columbia

12.0%-12.5% in the first nine months of the year. As our cost of borrowings increased, we were required to adjust the rate upwards and at the end of December loans were available at approximately 15.25%. During the year, our loan portfolio increased by \$29,150,000 compared to an increase in 1978 of \$2,720,000.

Commercial Loans

Commercial loans with floating rates provide an attractive hedge in times of fluctuating interest rates, by correcting any imbalance of interest-sensitive liabilities over interest-sensitive assets. The majority of our commercial loans are marketed by our subsidiary, The Permanent Commercial Corporation.

These loans, with an average outstanding balance of \$933,000, are mainly to smaller businesses. To ensure that we cover the market for larger enterprises we have now developed a department, within the parent company, through which loans in greater dimensions are available. As at December 31, 1979, one such loan of \$50 million was underwritten, while others are being considered. In addition, this new department will examine and propose feasible leasing ventures which would provide the company with acceptable returns.

Portfolio Investments

In 1979 we decreased our investment in stocks, bonds and debentures by \$16.3 million. Favourable equity markets in the early part of the year, mostly as a result of takeover bids, dictated that we divest ourselves of some of our common stock holdings. To offset the resultant loss of dividend income we invested \$60 million in floating preferreds with interest sensitive rates, partially funding these from bonds disposed when values in the long and medium bond market dropped to reflect the rise in interest rates. The yield for the year on equity investments, on a tax equivalent basis, and interest-bearing securities, calculated on the average principal balance outstanding at the end of each quarter, was 11.8% compared to 9.7% in 1978.

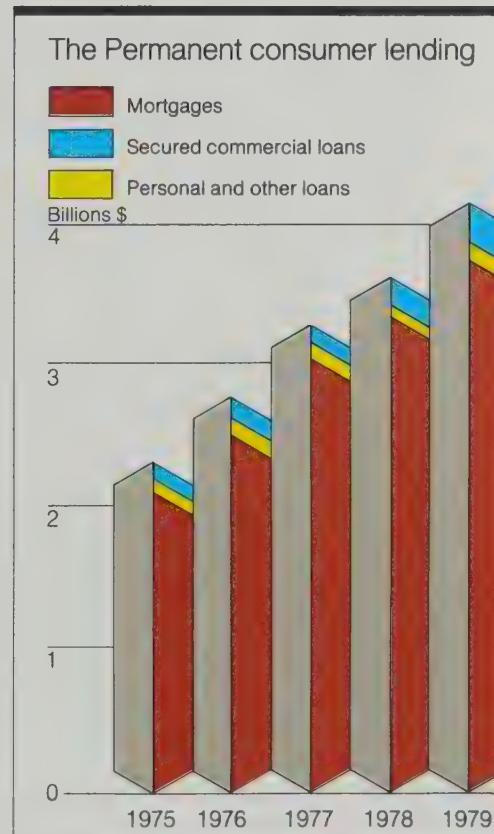
Liabilities

Demand Borrowings

When the company commenced business in 1855, it recognized the importance of customer savings deposits to its growth and immediately started a trend by paying interest on these deposits. It was the first Canadian company to do so. In reference to customers savings deposits, the first Annual Report recorded:

"In the Deposit Branch of the Society's business, the comparatively high rate of interest, undoubted security, and favourable terms afforded by this institution, have been sufficient inducements to place at the disposal of the Board a considerable amount of money; the judicious investment of which has materially added to the general profits of the Society. The Directors are of the opinion that this branch of the Society's transactions, if kept within proper limits, may be exceedingly advantageous to the Society, while it confers a great public benefit, by affording to the industrious and prudent a safe and ready investment at a high rate of interest, for their accumulated savings, always available when required."

Over the years, savings deposits, including chequing accounts, have formed the major portion of the company's demand borrowings and have generally been the cheapest source of funds available from customers. Furthermore, with rates usually moving proportionate to the bank rate, these deposits are the main source of interest sensitive liabilities. Despite this interest sensitivity,





Edmonton, Alberta, branch
circa 1910

there is intense competition among financial institutions with banking privileges to maintain a strong customer base in this category.

During 1979, savings and chequing deposits increased by \$37,087,000 from 1978 for an increase of 6.1%.

Tax Shelter Plans

In the Spring of 1979, we were again most successful in marketing our Registered Savings Plans. By the end of the third quarter, we had introduced two other options which could be registered with Revenue Canada as tax deductible vehicles by the participants. These are the Retirement Term Deposit Plan and Retirement Savings Deposit Plan. The Retirement Term Deposit Plan is not unlike our regular term deposit in that amounts invested are locked in for 1, 2, 3, 4 or 5 years at the rate of interest in effect at the time of the deposit and can normally only be withdrawn or transferred at maturity. The Retirement Savings Deposit Plan, on the other hand, is transferable at any time and pays interest at rates equal to our regular daily interest savings account.

Concurrent with the introduction of the above two options, we suspended accepting further deposits to the Guaranteed Fund. The former two plans have been well received by the public and with deposits to our Guaranteed Plan and Home Ownership Savings Plan, we recorded increases for the year of \$157,700,000.

Fixed Term Borrowings

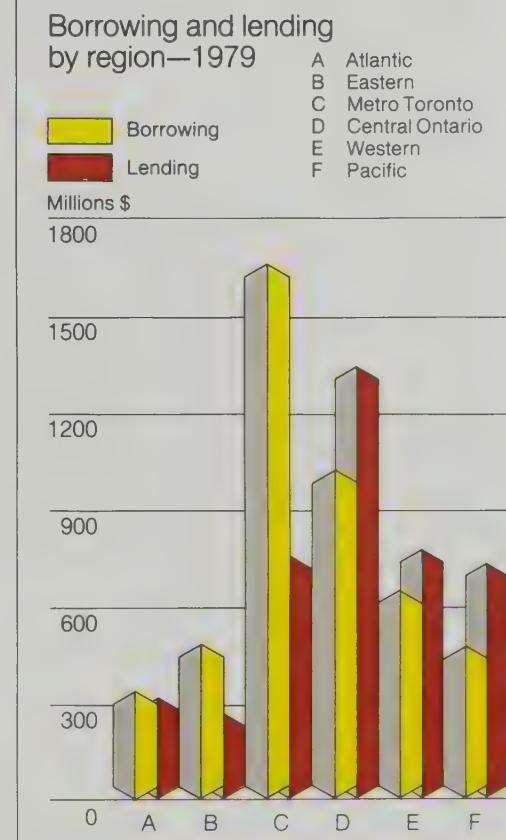
Our principal source of borrowings within this category is from guaranteed investment certificates and debentures. In the year, deposits with us in these products increased by \$209,545,000 or 8.1% and at December 31, 1979, the comparison of the maturity of fixed term lendings and borrowings was:

Repayable in Year Ending December 31	Loan Amounts Outstanding as at December 31, 1979	Fixed Term Deposits as at December 31, 1979
1980	\$1,044,283,000	\$1,145,319,000
1981	656,709,000	636,856,000
1982	956,368,000	497,181,000
1983	752,900,000	434,621,000
1984 and subsequent years	761,452,000	278,939,000
	\$4,171,712,000	\$2,992,916,000

Fiduciary Operations

Faced with rapidly rising operating costs and AIB controlled revenues for the past few years, 1979 saw the initiation of various internal projects designed to improve efficiency and productivity. In addition, a trust marketing department was established. Initially we are concentrating our efforts in the corporate services area as we feel this will provide the best returns.

In 1979, fees earned from trust services increased by 15.5% to \$25,131,000. The largest component of these fees was from estates and personal trust in an amount of \$11,364,000 compared to \$10,220,000 in 1978. The largest percentage increase, however, was in pension trust and investment management which rose by 28.5% over 1978. This is a direct consequence of an





2900 Steeles Avenue East
Toronto, Ontario

effective reorganization, started in 1977, of the total investment area. As a result, in 1978 and 1979 this department accomplished a noticeable improvement in the absolute and comparative performance of those funds which we manage. The graphs on page 15 show the performance of the Pooled Canadian Equity Fund, the largest and most popular of our own pooled unit funds available for investment by pension clients, and that of the retirement savings plans under our investment control.

In 1980, we will complete the installation of our Corporate Services Automated Shareholders System in all branches offering corporate services. We will also start testing, in a live environment, our internally produced automated system, to support the personal trust administration. In addition we propose to market energetically our 'dividend reinvestment programme', whereby dividends paid to shareholders of a company are used for the automatic purchase of additional shares in that company. This is accomplished at no direct cost to the individual shareholders. A very popular concept in the United States, dividend reinvestment is now being introduced on a large scale in Canada and several companies have expressed an interest in The Permanent's programme.

Real Estate Operations

At the end of 1978 and in the early part of 1979, we reorganized the management of our real estate division. These changes and an active real estate market on resale homes generated record sales in almost all the provinces in which we are registered. At the end of the year we were operating out of 78 branches across Canada employing 1736 licensed sales persons.

To generally assist our real estate sales staff we advertised our services on national television and introduced within our branches our own unique video service, which allows prospective buyers to view selected properties listed with The Permanent across Canada. In addition, we have placed free standing kiosks in highly visible locations of shopping malls. These kiosks are staffed by our sales representatives and are also equipped with TV screens to display local listings. We propose to expand the latter service in more centres in 1980.

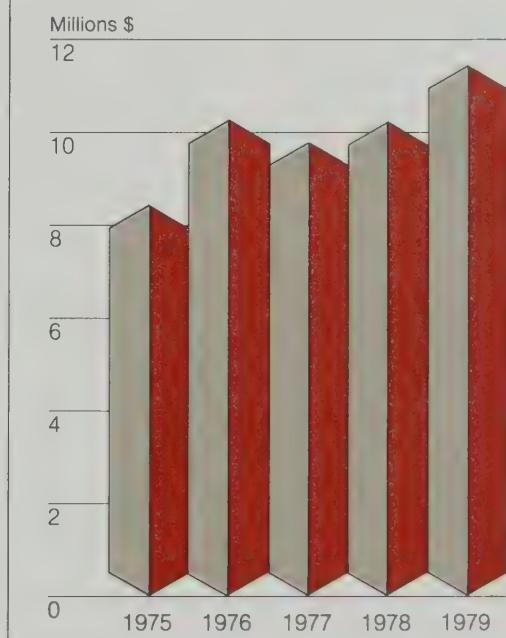
In 1979, we opened 7 and relocated 11 branches. Further improvements are being considered to our branch network in 1980, at which time we will also redesign and upgrade several of the current branches. In addition, we propose to implement administrative cost-saving programmes as a result of several surveys completed in 1979. We anticipate that these changes will add to the increased profitability of our real estate operation.

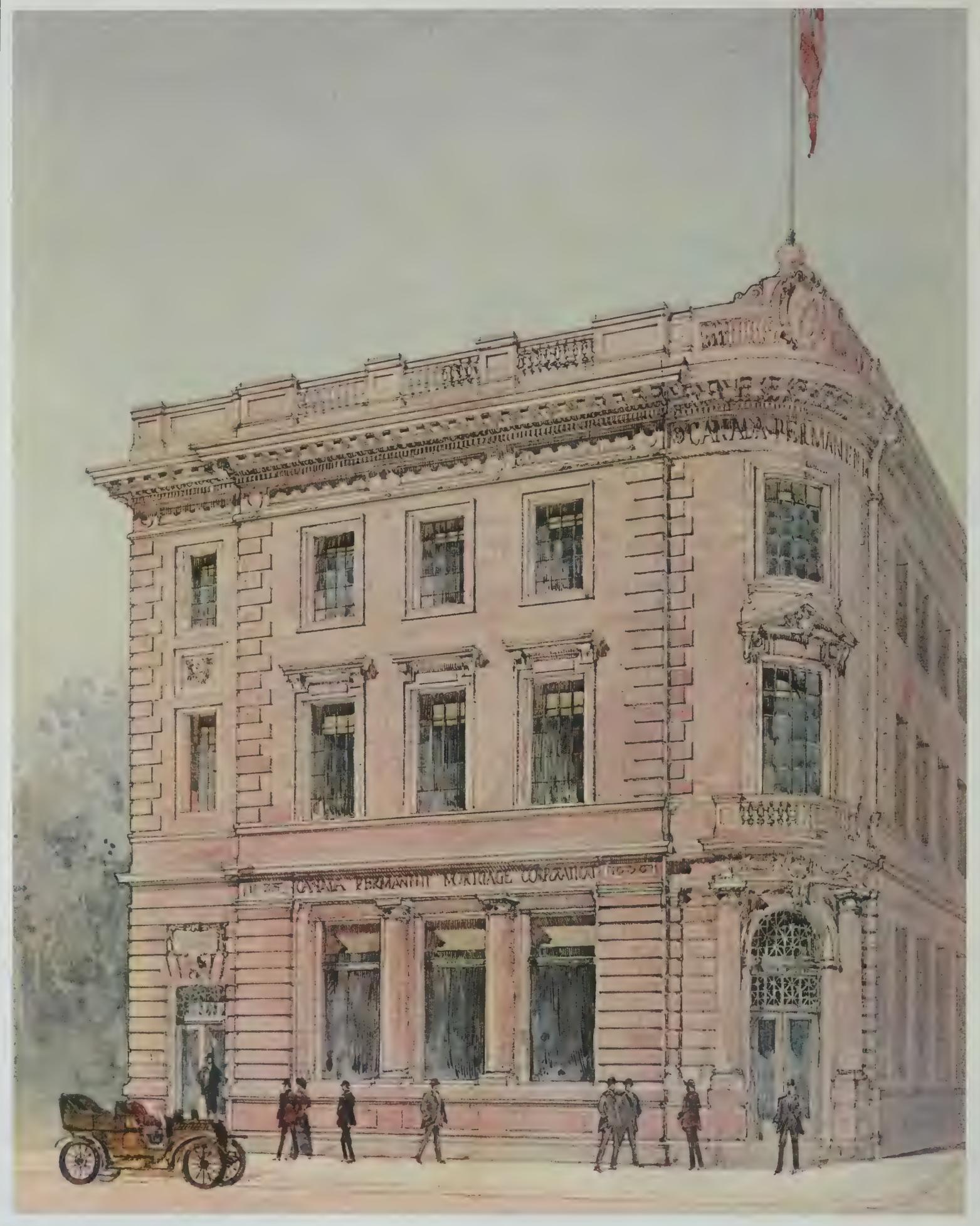
Subsidiary Companies

In 1979, we increased our investment in our subsidiary, Canada Permanent Trust Company (U.K.) Limited, by \$3.3 million. A proportionate amount was also invested by the other shareholders so that our percentage of shares owned was maintained at 51%. In recent months there has been an improvement in the earnings picture of this company and we are looking for a positive return on our investment during 1980.

In other areas of the report we have referred to the favourable role The Permanent Commercial Corporation has been playing in the growth of our commercial loan portfolio. Since our venture into this business we have had an excellent loss ratio on the loans managed by this company in addition to a favourable return on our investment.

Fees from estates and personal trusts





Winnipeg, Manitoba branch
circa 1910

Early in 1979, we decided to invest further in the realty market through CanPerm Realty Limited. As a result we have committed a further \$10.1 million in an office building under construction in Calgary. This purchase, earmarked for mid-1980, is conditional on the major portion of the building being rented at specific rates to produce a desirable return. Included in premises and equipment, on the balance sheet, are four other properties with a book value of \$20,109,000. Owned and managed by CanPerm Realty Limited, these properties are now generating satisfactory cash flows.

Automation

Conversion to the new automated banking system began at four Toronto branches in the summer of 1979. Based on a consolidated file of all the banking products—savings, chequing, loans, term, RSP/HOSP—the system was designed with these features: to provide all current customer information at the branch, to process complex transactions more efficiently and to improve customer service. At present, all the advantages of the new system have not been fully realized and we are currently making the final adjustments. It is our intention to go into full scale conversion of the remaining branches, starting early in 1980 and carrying on throughout the year.

The new trust system, mentioned briefly in the section on fiduciary operations, is well advanced in the development stage and the first phase, Pension Trust, will be operational by mid-1980. This should make our pension trust product more competitive and considerably improve its administration. Personal trust will be addressed in the second phase of the system and should be operational early in 1981. This will streamline considerably a service that is becoming more complex and costly every year.

Directors and Advisory Boards

Through the retirement provisions of legislation which governs our operations, J. M. Richard Corbet, Hon. Walter S. Owen, Q.C., and William H. Mowat were ineligible for re-election to the Board in 1979. We extend our gratitude to them for their many years of valuable service to the company.

To the members of our Advisory Boards we also extend our thanks and appreciation for the time which they have spent and the interest which they have taken in the affairs of the company in their respective areas.

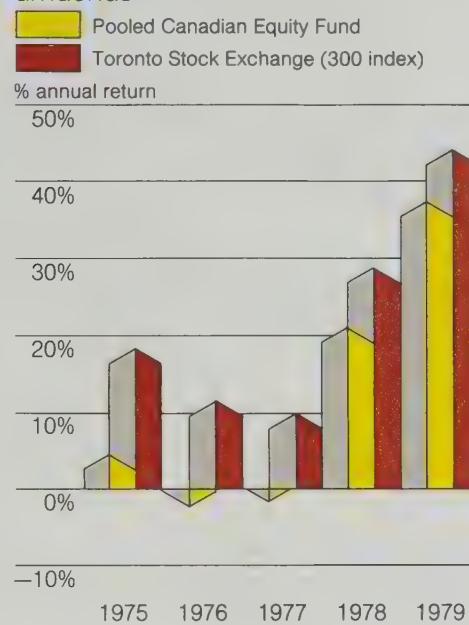
Personnel

We particularly want to pay tribute this year to our staff by recognizing their support and dedication. In 1979, a difficult year in the financial business, our branch staff, head office staff and employees in all subsidiary companies were required not only to control corporate expenditures, but also to respond positively to our customers' needs in an extremely competitive environment.

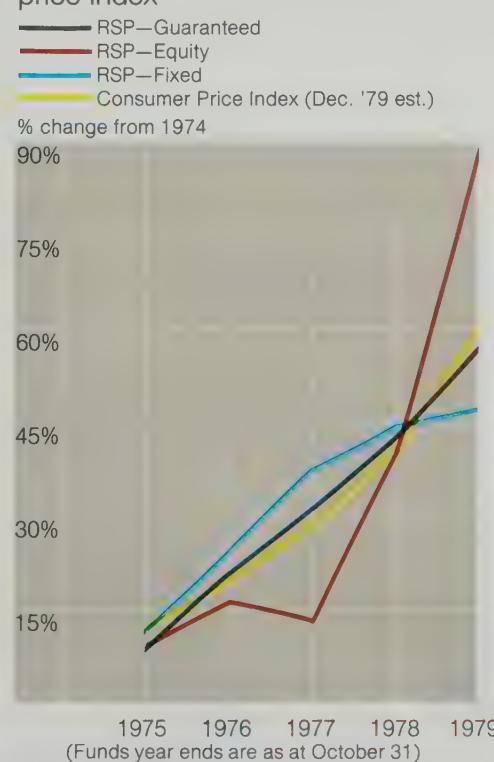
Consistent with the company's aim to maintain orderly succession, J. Harold Deason was appointed Executive Vice-President early in 1979. During the year several other executive management changes were made, with J. E. Donahoe being appointed Senior Vice-President, Product Services Division, R. M. Dragan, Vice-President, Savings and Loan Services, R. S. Robson, Vice-President, Western Region and R. Bertram, Vice-President, Metro Region. We also welcomed Herbert N. Seath to the company as Vice-President, Commercial Lending.

In the subsidiary companies, J. B. Baldock was appointed Executive Vice-President of The Permanent Commercial Corporation and R. B. Jones, for-

The Permanent Pooled Canadian Equity Fund annual return including income distributions compared to Toronto Stock Exchange including dividends



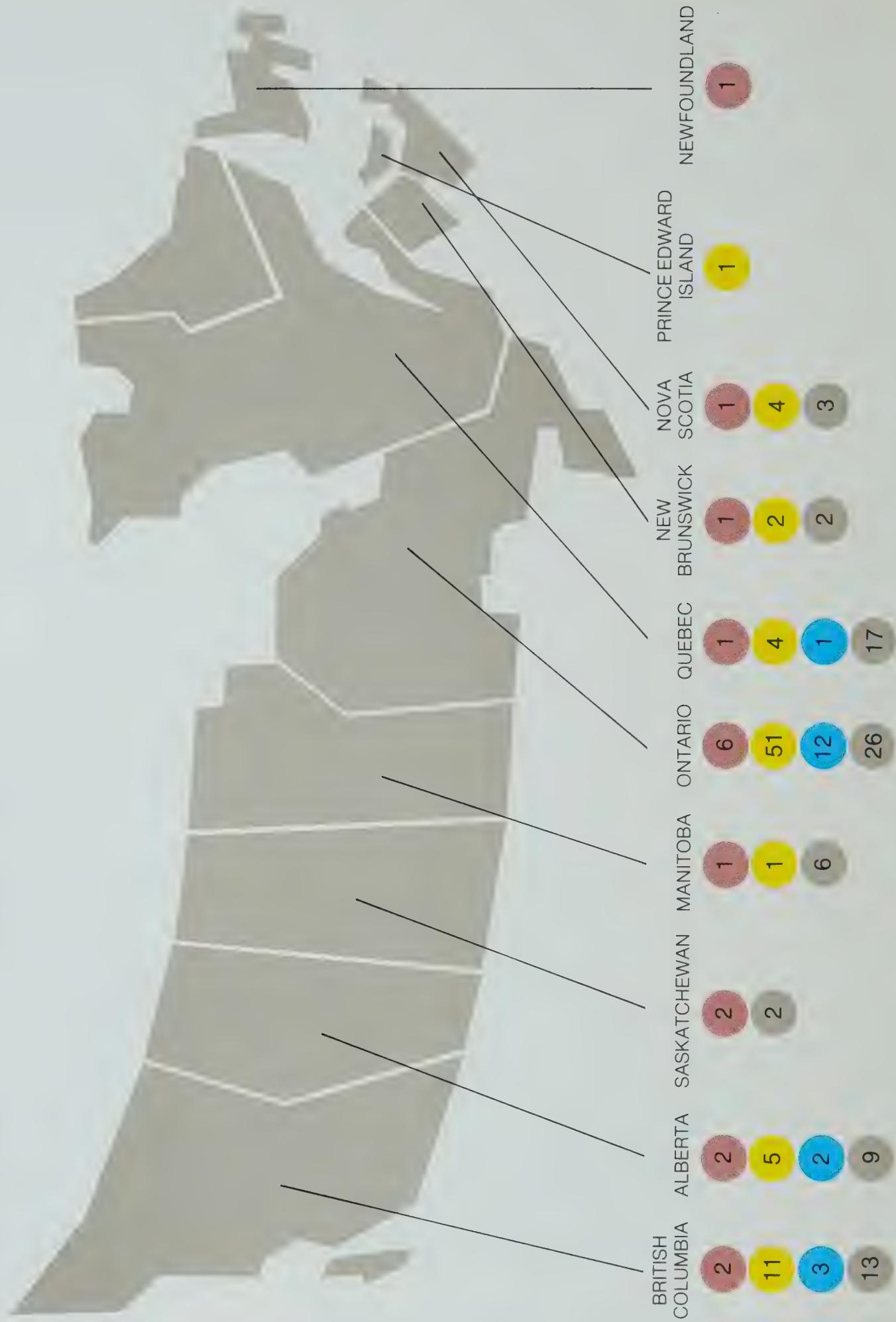
The Permanent retirement savings plans compared to consumer price index



the Permanent

Branch Network
December 31, 1979

- Full Service Branches
- Savings and Loan Branches
- Mortgage Representative Offices
- Real Estate Offices



merly attached to Head Office, was appointed Joint Managing Director of Canada Permanent Trust Company (U.K.) Limited.

Outlook

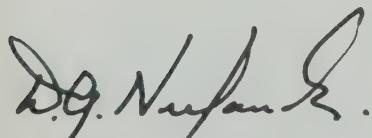
Current indications are that Canadian economic prospects for 1980 have diminished somewhat since our mid-year outlook. It is now expected that the economy will experience a negligible increase in real economic growth, whereas the expected rate of inflation is likely to hover close to double digit figures.

This mix of lower real growth and higher inflation underscores our belief that 'stagflation' is the watchword for 1980—and this condition is likely to dominate the behaviour of the capital market for some time to come. External developments continue to provide the critical backdrop upon which we traditionally formulate our impressions of the Canadian outlook. Recent economic and political developments substantiate our belief that difficult times lie ahead for the international economic community. World energy price increases will undoubtedly foreshadow higher inflation and thus substantially diminish prospects for growth in the volume of world trade and output. The substantial transfer of wealth from oil-consuming to oil-producing countries in the upcoming period will place an enormous additional burden on the international capital market. We can expect, therefore, continued volatility in the foreign exchange markets.

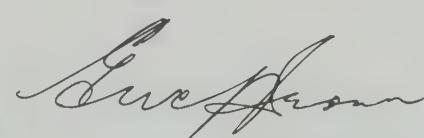
The outlook for the domestic economy is one of restrained growth. We expect business investment spending to be a positive force during 1980 while consumer spending should remain sluggish. Canada's housing and mortgage markets will remain static in the near term. Housing starts are likely to be less than 200,000 units. Less favourable demographic forces, an excess supply of unsold units, and resistance to high financial charges are responsible for this slow growth. These conditions notwithstanding, mortgage and housing demand is likely to be sustained because home ownership has traditionally afforded Canadians a degree of protection from inflation.

Although the prospect of a weaker economy foreshadows some reduction in credit demands we feel that a continuing high level of inflation, large federal budgetary deficits, a sizeable balance of payments shortfall, and a rather fragile currency will influence any possible fall off in interest rates. In this economic environment, the Bank of Canada will play a major role and our view is that Canadian interest rates are not likely to decrease until a similar trend is established in the U.S.

Although we expect 1980 generally, and for our industry in particular, to be a difficult year, we feel that your company has the basic ingredients—competent staff, a strong and solid customer base, the right products—to meet the challenges of the coming year without interrupting those concepts on which your company was founded—stability, concern and service.

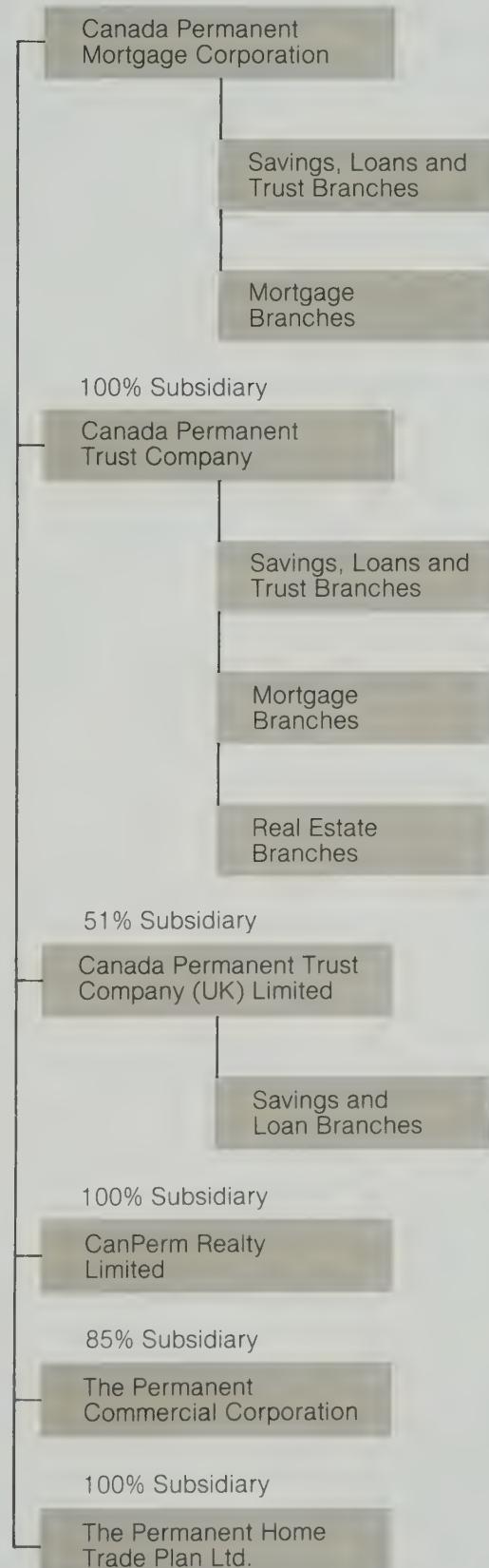


Donald G. Neelands,
Chairman.



Eric J. Brown,
President.

The Permanent Group of Companies



**Consolidated
Statement
of Earnings**

Year Ended December 31, 1979
(with comparative figures for 1978)

	1979	1978
Income:		
Interest from mortgage and other loans	\$419,482,000	\$361,892,000
Interest and dividends on securities	76,769,000	65,525,000
	496,251,000	427,417,000
Fees and commissions from:		
Estates and personal trusts	11,364,000	10,220,000
Real estate sales	60,025,000	54,846,000
Stock transfer and bond trustee services	5,588,000	4,772,000
Pension trust and investment management	4,766,000	3,709,000
Custodian services	1,330,000	1,258,000
Mortgage administration	2,083,000	1,791,000
	85,156,000	76,596,000
Other income	6,518,000	5,184,000
	587,925,000	509,197,000
Expense:		
Interest	414,490,000	341,062,000
Staff remuneration and benefits	51,511,000	48,779,000
Commissions to real estate brokers and salesmen	44,837,000	40,865,000
Premises	12,651,000	11,320,000
Marketing	10,033,000	9,511,000
Computer and office	8,251,000	7,870,000
Communications and stationery	6,718,000	5,748,000
Business taxes, capital taxes and licenses	2,711,000	3,315,000
Other expense	12,673,000	12,642,000
	563,875,000	481,112,000
Operating income before income taxes	24,050,000	28,085,000
Income taxes (note 8):		
Current	300,000	3,084,000
Deferred	3,875,000	5,326,000
	4,175,000	8,410,000
Net operating income	19,875,000	19,675,000
Net gain on disposal of securities and premises (note 9)	1,785,000	75,000
Net earnings for the year	\$ 21,660,000	\$ 19,750,000
Basic earnings per common share (note 11):		
Net operating income	\$2.28	\$2.25
Net gain on disposal of securities and premises	.25	.01
Net earnings for the year	\$2.53	\$2.26



Canada Permanent Mortgage Corporation

**Consolidated Statements of
Contributed Surplus
and Retained Earnings**

Year Ended December 31, 1979
(with comparative figures for 1978)

Contributed Surplus	1979	1978
Contributed surplus, beginning of year	\$ 36,328,000	\$ 36,328,000
Amount arising on conversion of preference shares to common shares (note 7)	90,000	
Contributed surplus, end of year	\$ 36,418,000	\$ 36,328,000

Retained Earnings	1979	1978
Retained earnings, beginning of year	\$ 79,656,000	\$ 71,706,000
Net earnings for the year	21,660,000	19,750,000
	101,316,000	91,456,000
Deduct:		
Dividends—series A preference shares	2,025,000	2,025,000
—series B preference shares	1,682,000	1,679,000
—common shares	8,096,000	8,096,000
	11,803,000	11,800,000
Retained earnings, end of year	\$ 89,513,000	\$ 79,656,000

**Consolidated
Balance
Sheet**

December 31, 1979
(with comparative figures at December 31, 1978)

Assets	1979	1978
Bank deposit receipts and cash	\$ 181,930,000	\$ 245,009,000
Income taxes recoverable	1,241,000	
Securities (note 3):		
Bonds and debentures	329,801,000	398,862,000
Stocks	242,686,000	189,963,000
	572,487,000	588,825,000
Loans:		
Mortgages	3,779,864,000	3,404,099,000
Personal and secured commercial loans	391,848,000	276,207,000
	4,171,712,000	3,680,306,000
Premises and equipment (note 4)	56,249,000	56,061,000
Other assets	17,550,000	8,894,000
	\$5,001,169,000	\$4,579,095,000

On behalf of the Board:

D. G. Neelands, Chairman and Director

E. J. Brown, President and Director



Canada Permanent Mortgage Corporation

Liabilities and Shareholders' Equity	1979	1978
Demand deposits	\$ 910,534,000	\$ 913,240,000
Registered savings plans deposits	783,430,000	625,730,000
Debentures and guaranteed investment certificates	2,992,916,000	2,743,277,000
	4,686,880,000	4,282,247,000
Other liabilities:		
Accounts payable	49,240,000	45,080,000
Notes and mortgages payable (note 5)	17,661,000	19,860,000
Dividends payable	2,951,000	2,951,000
Income taxes payable		48,000
	69,852,000	67,939,000
Deferred income taxes	51,531,000	47,204,000
Minority interest in subsidiaries	1,841,000	489,000
Shareholders' equity:		
Capital stock (note 7)	65,134,000	65,232,000
Contributed surplus	36,418,000	36,328,000
Retained earnings	89,513,000	79,656,000
	191,065,000	181,216,000
	\$5,001,169,000	\$4,579,095,000

Auditors' Report

To the Shareholders of
Canada Permanent Mortgage Corporation:

We have examined the consolidated balance sheet of Canada Permanent Mortgage Corporation as at December 31, 1979 and the consolidated statements of earnings, contributed surplus, retained earnings and changes in financial position for the year then ended. Our examination was made in accordance with generally accepted auditing standards, and accordingly included such tests and other procedures as we considered necessary in the circumstances.

In our opinion, these consolidated financial statements present fairly the financial position of the Corporation as at December 31, 1979 and the results of its operations and the changes in its financial position for the year then ended in accordance with generally accepted accounting principles applied on a basis consistent with that of the preceding year.

Toronto, Canada,
January 16, 1980.

Clarkson Gordon
Chartered Accountants

**Consolidated Statement
of Changes in
Financial Position**

Year Ended December 31, 1979
(with comparative figures for 1978)

	1979	1978
Funds were provided by:		
Debentures and guaranteed investment certificates issued	\$ 796,500,000	\$ 755,390,000
Registered savings plans deposits less withdrawals	157,700,000	146,194,000
Demand deposits less withdrawals	(2,706,000)	72,263,000
Mortgage repayments	356,138,000	330,223,000
Securities sold or redeemed	193,472,000	165,529,000
Issue of 841,141 series B preference shares		21,029,000
Decrease in bank deposit receipts and cash	63,079,000	18,639,000
Operations (before deferred income taxes, depreciation and other non-cash items of \$9,525,000; 1978—\$12,872,000)	31,185,000	32,622,000
Total provided	\$1,595,368,000	\$1,541,889,000
Funds were applied to:		
Debentures and guaranteed investment certificates redeemed	\$ 546,861,000	\$ 475,966,000
Mortgage advances	731,903,000	713,909,000
Security investments	177,134,000	279,767,000
Personal and secured commercial loans less repayments	115,641,000	34,969,000
Dividends	11,803,000	11,800,000
Acquisition of preference shares of subsidiary		21,029,000
Other	12,026,000	4,449,000
Total applied	\$1,595,368,000	\$1,541,889,000



Notes to Consolidated Financial Statements

December 31, 1979

1. Summary of significant accounting policies

The following is a summary of significant accounting policies followed in the preparation of these consolidated financial statements:

(a) Consolidation

These consolidated financial statements include the accounts of Canada Permanent Mortgage Corporation and all subsidiary companies. These subsidiaries are:

	Percentage of common shares owned
Canada Permanent Trust Company	100%
CanPerm Realty Limited	100
The Permanent Home Trade Plan Ltd.	100
The Permanent Commercial Corporation	85 (1978—75%)
Canada Permanent Trust Company (U.K.) Limited	51

(b) Securities and loans

Bonds and debentures are stated at amortized cost and stocks generally at cost, all together with accrued interest and dividends receivable. Personal loans are stated at the amounts repayable, less unearned interest and provisions for losses, with income accounted for on the sum-of-the-digits basis. Mortgages and other loans are stated at cost plus accrued interest, less repayments and provisions for losses.

Provisions are made annually for possible losses on uninsured mortgages and other loans based upon payment arrears information, prior loss experience and current economic conditions. Losses are charged against the provisions as realized. While securities gains and losses are included in earnings generally as realized, provisions for losses are made in advance of realization in instances where declines in values of particular securities are considered to be other than temporary.

Included with personal and secured commercial loans in the consolidated balance sheet are receivables under equipment rental contracts (direct financing leases) with a carrying value at December 31, 1979, net of unearned income, of \$41.4 million (1978—\$43.9 million). Income on the leases is recognized over the terms thereof in decreasing amounts as rental payments are received.

(c) Premises and equipment

Premises and equipment are stated at cost less accumulated depreciation and amortization. Rates of depreciation and amortization applied on a straight-line basis to amortize the cost of these assets over their estimated economic lives are as follows:

Buildings	2½%
Equipment	10%-20%
Leasehold improvements	over the terms of the leases

Gains and losses on disposal of premises and equipment are included in net income as realized.

(d) Deferred income taxes

The Corporation follows the tax allocation basis of accounting whereby income taxes deferred to future years as a result of timing differences between accounting income and income for tax purposes (including depreciation and mortgage reserve allowances) are recorded as deferred income taxes.

(e) Fees, commissions and other income

The above items are included in income generally as received.

2. Segmented information

The Corporation and its subsidiaries are engaged in several lines of business activity, the more significant of which are as follows:

Financial intermediary—

Investing shareholder funds and funds provided from deposits and the issue of debentures and guaranteed investment certificates in securities, mortgages and personal and commercial loans.

Fiduciary—

Providing estate, personal, corporate and pension trust services as well as investment management and related services.

Real estate brokerage—

Acting as agent in the purchase and sale of residential, industrial and commercial real estate.

The following table summarizes certain financial information segmented into these lines of business activity:

	1979			
	Financial intermediary	Fiduciary	Real estate brokerage	Consolidated
Income	\$ 503,540,000	\$ 24,360,000	\$ 60,025,000	\$ 587,925,000
Operating income before corporate expenses and income taxes*	\$ 35,613,000	\$ 2,315,000	\$ 742,000	\$ 38,670,000
Deduct—				
Corporate expenses				12,383,000
Income taxes				4,627,000
				17,010,000
Net earnings for the year				\$ 21,660,000
*After deducting depreciation of	\$ 3,910,000	\$ 574,000	\$ 694,000	\$ 5,178,000
Assets at December 31, 1979	\$4,993,228,000	\$ 6,299,000	\$ 1,642,000	\$5,001,169,000
	1978			
	Financial intermediary	Fiduciary	Real estate brokerage	Consolidated
Income	\$ 432,734,000	\$ 21,617,000	\$ 54,846,000	\$ 509,197,000
Operating income before corporate expenses and income taxes*	\$ 39,465,000	\$ 873,000	\$ 713,000	\$ 41,051,000
Deduct—				
Corporate expenses				12,850,000
Income taxes				8,451,000
				21,301,000
Net earnings for the year				\$ 19,750,000
*After deducting depreciation of	\$ 3,661,000	\$ 562,000	\$ 488,000	\$ 4,711,000
Assets at December 31, 1978	\$4,571,549,000	\$ 6,249,000	\$ 1,297,000	\$4,579,095,000

3. Securities

Securities consist of the following:

	1979			
	Stated value	Market	Stated value	Market
Bonds and debentures—				
Bonds of or guaranteed by—				
Government of Canada	\$ 178,688,000	\$158,942,000	\$178,357,000	\$ 169,545,000
Provinces of Canada	38,596,000	32,779,000	43,654,000	41,001,000
Corporate and other	112,517,000	104,174,000	176,851,000	169,602,000
	329,801,000	295,895,000	398,862,000	380,148,000
Stocks—				
Preferred	184,582,000	175,907,000	129,082,000	125,225,000
Common	58,104,000	101,467,000	60,881,000	92,761,000
	242,686,000	277,374,000	189,963,000	217,986,000
Total securities	\$ 572,487,000	\$573,269,000	\$588,825,000	\$ 598,134,000

4. Premises and equipment

Premises and equipment consist of:	1979	1978
Land	\$ 9,125,000	\$ 9,077,000
Buildings, equipment and leasehold improvements	73,867,000	69,030,000
	82,992,000	78,107,000
Less accumulated depreciation and amortization	26,743,000	22,046,000
	\$56,249,000	\$56,061,000

Depreciation and amortization included in premises and computer and office expenses totalled \$5.2 million in 1979 (1978—\$4.7 million).

5. Notes and mortgages payable

Notes and mortgages payable is comprised of the following:	1979	1978
11% notes repayable in equal blended instalments of principal and interest to 1990 against which are pledged assets carried in the consolidated balance sheet at December 31, 1979 at \$28.2 million (1978—\$29.9 million)	\$17,661,000	\$18,460,000
6½% to 12% mortgages secured by certain premises and due 1979 to 1986		1,400,000
	\$17,661,000	\$19,860,000

6. Guaranteed trust account

Included in the consolidated balance sheet are assets and liabilities of the guaranteed trust account of Canada Permanent Trust Company as follows:

	1979	1978
Assets—		
Cash and bank deposit receipts	\$ (115,000)	\$ 102,784,000
Securities:		
Bonds	213,094,000	205,241,000
Stocks	113,274,000	90,219,000
Loans:		
Mortgages	2,556,529,000	2,200,974,000
Personal loans	119,872,000	58,241,000
	\$3,002,654,000	\$2,657,459,000
Liabilities—		
Demand deposits	\$ 516,395,000	\$ 532,612,000
Registered savings plans deposits	783,430,000	625,730,000
Guaranteed investment certificates	1,702,829,000	1,499,117,000
	\$3,002,654,000	\$2,657,459,000

7. Capital stock

The authorized and issued share capital of the Corporation was as follows:	1979	1978
Authorized—		
3,999,700 preference shares of the par value of \$25 each, issuable in series		
20,000,000 common shares of the par value of \$2 each		
Issued—		
1,196,000 tax deferred cumulative redeemable convertible preference shares series A (1,200,000 in 1978)	\$29,900,000	\$30,000,000
840,841 8% cumulative redeemable preference shares series B (841,141 in 1978)	21,021,000	21,029,000
7,106,216 common shares (7,101,455 in 1978)	14,213,000	14,203,000
	\$65,134,000	\$65,232,000

During 1979, 4,000 series A preference shares were converted into 4,761 common shares at \$21 per common share of which \$19 per share was credited to contributed surplus.

Tax deferred dividends on the series A preference shares are payable at an annual rate of 6¾% until October 1, 1991 after which date taxable dividends at an annual rate of 8¾% become payable. The series A preference shares are convertible at the option of the holder into common shares at any time to October 1, 1991 at \$21 per common share if converted on or before April 1, 1984, increasing in \$1 per share stages to \$25 per common share after April 1, 1990. The shares are redeemable after March 31, 1982 and on or before March 31, 1983 at \$26.25 per share reducing \$0.25 per annum to March 31, 1987 after which date the shares are redeemable at par value. In each twelve month period commencing on April 1, 1982, and subject to certain conditions, the Corporation will be required to endeavour to purchase for cancellation in the open market at not more than par value series A preference shares equal to 3% of the par value of the shares outstanding.

The series B preference shares are redeemable after December 31, 1982 at \$26.50 per share reducing \$0.15 per annum to December 31, 1992 after which date the shares are redeemable at par value. In each calendar year, and subject to certain conditions, the Corporation is required to endeavour to purchase for cancellation in the open market an aggregate of 42,500 series B preference shares at not more than par value. Under this provision 300 series B preference shares were purchased and cancelled in 1979.

8. Income taxes

A portion of the Corporation's income is tax exempt dividend income; accordingly income taxes as provided in the consolidated statement of earnings are less than the amount obtained by applying statutory tax rates to operating income before income taxes.

9. Net gain on disposal of securities and premises

This consists of:	1979	1978
Security gains	\$4,783,000	\$1,062,000
Security losses	4,772,000	946,000
Net security gains including net non-taxable losses of \$225,000 in 1979 and net non-taxable gains of \$33,000 in 1978	11,000	116,000
Gain on disposal of premises including net non-taxable gain of \$1,576,000	2,226,000	
	2,237,000	116,000
Applicable deferred income tax provision	452,000	41,000
Gain on disposal of assets	\$1,785,000	\$ 75,000

10. Commitments

At December 31, 1979, outstanding commitments for mortgage advances amounted to \$87,548,000.

Contractual obligations at December 31, 1979 in respect of lease rentals were as follows:	Payable in the period
1980	\$ 5,790,000
1981	5,435,000
1982	5,073,000
1983	4,632,000
1984	3,797,000
thereafter	20,855,000

11. Fully diluted earnings per common share

Fully diluted earnings per share are as follows:	1979	1978
Net operating income	\$2.13	\$2.11
Net gain on disposal of securities and premises	.21	.01
Net earnings for the year	\$2.34	\$2.12

These amounts reflect the impact on basic earnings per common share which would have resulted had all the series A preference shares been converted into common shares at \$21.00 per share at the beginning of the respective years.

12. Reclassification of 1978 figures

Certain 1978 comparative figures have been reclassified from those previously reported to correspond with the presentation adopted in 1979.

Statistical Review

	1979	1978	1977	1976	1975
Position at year-end	(in thousands except for statistics per share)				
Company assets:					
Mortgages	\$3,779,864	\$3,404,099	\$3,020,413	\$2,547,200	\$2,146,216
Other	1,221,305	1,174,996	1,032,764	722,739	580,174
Estate, trust and agency assets	5,001,169	4,579,095	4,053,177	3,269,939	2,726,390
	3,240,542	2,977,968	2,884,241	2,596,359	2,602,965
Total assets under administration	8,241,711	7,557,063	6,937,418	5,866,298	5,329,355
Demand deposits	910,534	913,240	832,371	695,771	615,931
Registered savings plans deposits	783,430	625,730	479,536	318,798	195,370
Debentures and guaranteed investment certificates	2,992,916	2,743,277	2,463,853	2,044,126	1,727,042
Total borrowings	4,686,880	4,282,247	3,775,760	3,058,695	2,538,343
Shareholders' equity	191,065	181,216	152,237	123,741	114,579
Number of shares issued—Common Preference	7,106 2,037	7,101 2,041	7,101 1,200	7,101	7,101
Results for the year					
Income:					
Investment	\$ 496,251	\$ 427,417	\$ 357,230	\$ 296,747	\$ 230,341
Other income	44,164	36,492	31,944	29,932	24,221
Total income	540,415	463,909	389,174	326,679	254,562
Expense:					
Interest	414,490	341,062	275,378	236,617	178,694
Staff remuneration	51,511	48,716	41,703	35,846	30,729
Other operating expense	50,364	46,046	39,821	30,001	24,074
Total expense	516,365	435,824	356,902	302,464	233,497
Operating income before income taxes	24,050	28,085	32,272	24,215	21,065
Income taxes	4,175	8,410	11,939	7,854	6,707
Net operating income	19,875	19,675	20,333	16,361	14,358
Net gain on asset sales	1,785	75	31	44	117
Net earnings	21,660	19,750	20,364	16,405	14,475
Statistics per common share					
Net earnings	\$ 2.53	\$ 2.26	\$ 2.61	\$ 2.31	\$ 2.04
Dividends	1.14	1.14	1.095	1.02	1.00
Shareholders' equity	19.72	18.33	17.21	17.43	16.14
Share price range—High —Low	23.25 16.25	19.625 16.125	19.25 16.375	19.75 14.75	20.00 14.75

The valuation day value of the company's common shares for capital gains tax purposes as published by the Department of National Revenue, Taxation is \$18.00.

Company Executives

Corporate Division

Donald G. Neelands, Q.C., C.T.C.I., Chairman

Eric J. Brown, Q.C., C.T.C.I.,

President and Chief Executive Officer

J. Harold Deason, *Executive Vice-President*

E. G. Dewling, *Vice-President and Corporate Secretary*

E. Bederman, *Assistant Vice-President and Economist*

H. Riva, *Corporate Solicitor*

M. D. Sinclair, M.T.C.I.,

Assistant Vice-President, Public Relations

Administration Division

N. G. Wright, F.T.C.I., *Senior Vice-President*

Information Services

W. M. Kerrigan, M.T.C.I., *Vice-President*

J. Prior, M.T.C.I.,

Assistant Vice-President, Operational Systems

Organization Planning

John Pistilli, *Assistant Vice-President*

Personnel

R. A. G. Stuart, M.T.C.I., *Assistant Vice-President*

Finance and Commerce Division

H. G. Tait, C.A., *Senior Vice-President*

Commercial Lending

H. N. Seath, *Vice-President*

Controller's Office

Colin Dell, C.A., *Assistant Vice-President*

Internal Audit

D. R. McGibbon, C.A., *Assistant Vice-President*

Investment Services

S. R. Rudd, *Vice-President*

Stephen Longshore, *Assistant Vice-President, Fixed Income Investments*

D. A. Wilson, M.T.C.I., *Assistant Vice-President, Equity Investments*

P. C. Dunlop, *Assistant Vice-President, Pension Fund Management*

Subsidiary and Affiliated Companies

CanPerm Realty Limited

Ronald Mendel, *Vice-President*

The Permanent Commercial Corporation

J. B. Baldock, *Executive Vice-President*

G. Fowlie, *Vice-President*

Canada Permanent Trust Company (U.K.) Ltd.

R. B. Jones, M.T.C.I., *Joint Managing Director*

J. H. W. Weston, F.C.A., *Joint Managing Director*

Product Services Division

J. E. Donahoe, F.T.C.I., *Senior Vice-President*

Trust Services

H. K. Naylor, F.T.C.I., *Vice-President*

G. B. Clapperton, M.T.C.I., *Assistant Vice-President, Personal Trust and Agency Services*

D. M. Lyons, *Assistant Vice-President, Trust Marketing*

H. K. Minns, M.T.C.I., *Assistant Vice-President, Retirement Savings and Fund Services*

J. G. Ross, M.T.C.I., *Assistant Vice-President, Corporate Services*

Savings and Loan Services

R. M. Dragan, F.T.C.I., *Vice-President*

R. B. McRae, M.T.C.I., *Assistant Vice-President, Mortgage Services*

E. E. Spencer, M.T.C.I., *Assistant Vice-President, Savings and Loan Services*

Operating Division

E. H. Smith, F.T.C.I., *Senior Vice-President*

R. Bertram, F.T.C.I., *Vice-President, Metro Toronto Region*

Colin Currie, M.T.C.I., *Vice-President, Central Region*

L. J. Dunsdon, F.T.C.I., *Assistant Vice-President, Hamilton-Niagara District, and Branch Manager, Main Hamilton Branch*

Paul Desrochers, *Vice-President, Eastern Region*

D. J. Sullivan, F.T.C.I., *Assistant Vice-President and Branch Manager, Main Montreal Branch*

C. J. Taylor, M.T.C.I., *Assistant Vice-President and Branch Manager, Main Ottawa Branch*

Sydney Mentiplay, F.T.C.I., *Vice-President, Pacific Region*

J. E. Duff, F.T.C.I., *Assistant Vice-President and Branch Manager, Main Vancouver Branch*

H. A. Manson, M.T.C.I., *Assistant Vice-President and Branch Manager, Main Victoria Branch*

A. W. Nicolle, F.T.C.I., *Vice-President, Atlantic Region*

J. B. Ells, F.T.C.I., *Assistant Vice-President and Branch Manager, Main Halifax Branch*

R. S. Robson, *Vice-President, Western Region*

A. K. Forsyth, M.T.C.I., *Assistant Vice-President and Branch Manager, Main Winnipeg Branch*

D. C. Kerr, F.R.I., R.P.A., *Ontario Land Economist, Vice-President, Real Estate Services*

Board of Directors

<i>Chairman</i> Donald G. Neelands, <u>Q.C.</u> , Toronto*†	<i>x W. Douglas Hatch, St. Catharines*†</i> <i>Chairman,</i> <i>T. G. Bright & Company Limited</i>	<i>John F. Perrett, Q.C., Toronto*†</i> <i>Partner, Robertson, Perrett</i>
<i>President and Chief Executive Officer</i> Eric J. Brown, <u>Q.C.</u> , Toronto*†	<i>x The Hon. Harry Hays, P.C., Calgary*†</i> <i>Member of The Senate of Canada</i>	<i>x William P. Pigott, Ancaster*†</i> <i>President,</i> <i>Pigott Construction Limited</i>
<i>Vice-President</i> Colin M. A. Strathy, <u>Q.C.</u> , Toronto*† <i>Partner,</i> <i>Strathy, Archibald & Seagram</i>	<i>x Williams James, Ph.D., Toronto*†</i> <i>Executive Vice-President,</i> <i>Noranda Mines Limited</i>	<i>Leslie R. Pincott, C.B.E., F.C.A.,</i> <i>London, England *</i>
<i>x Robert D. Armstrong, F.C.A., Toronto*†</i> <i>Chairman and Chief Executive Officer,</i> <i>Rio Algom Limited</i>	<i>x George L. Jennison, Toronto*†</i>	<i>x Mrs. A. F. W. Plumptre, LL.D.,</i> <i>Ottawa*†</i> <i>Consultant</i>
<i>*Douglas G. Bassett, Toronto*†</i> <i>President,</i> <i>Baton Broadcasting Incorporated</i>	<i>William H. Jost, <u>Q.C.</u>, Halifax*†</i> <i>Counsel,</i> <i>Burchell, Jost, MacAdam & Hayman</i>	<i>x Charles B. Stewart, Toronto*†</i>
<i>Roger L. Beaulieu, <u>Q.C.</u>, Montreal*†</i> <i>Partner, Martineau Walker</i>	<i>W. Leo Knowlton, <u>Q.C.</u>, Toronto*†</i> <i>Chairman,</i> <i>Zurich Life Insurance Company</i> <i>of Canada</i>	<i>Norman E. Whitmore, Regina*†</i> <i>President,</i> <i>Wascana Investments Limited</i>
<i>A. Lorne Campbell, <u>Q.C.</u>, LL.D.,</i> <i>Winnipeg*†</i> <i>Partner,</i> <i>Aikins, MacAulay & Thorvaldson</i>	<i>Thomas E. Ladner, <u>Q.C.</u>,</i> <i>Vancouver*†</i> <i>Partner, Ladner Downs</i>	<i>Roger D. Wilson, <u>Q.C.</u>, Toronto*†</i> <i>Partner, Fasken & Calvin</i>
<i>John H. C. Clarry, <u>Q.C.</u>, Toronto*†</i> <i>Partner,</i> <i>McCarthy & McCarthy</i>	<i>x Hugh H. Mackay, Rothesay*†</i>	
<i>x Edward F. Crease, Halifax*†</i> <i>Chairman,</i> <i>Alfred J. Bell & Grant Limited</i>	<i>x A. Bruce Matthews, C.B.E., D.S.O.,</i> <i>Toronto*†</i> <i>Chairman,</i> <i>Dome Mines Limited</i>	
<i>x Robert C. Dowsett, Toronto*†</i> <i>President,</i> <i>Crown Life Insurance Company</i>	<i>Beverley Matthews, <u>Q.C.</u>, Toronto*†</i> <i>Partner, McCarthy & McCarthy</i>	
<i>x The Hon. Ellen L. Fairclough,</i> <i>P.C., O.C., F.C.A., LL.D., Hamilton†</i>		
<i>x Sheldon L. Fountain, Halifax*†</i> <i>President,</i> <i>The North Eastern Corporation Limited</i>		
<i>Jean J. Gourd, <u>Q.C.</u>, Montreal†</i> <i>Partner, Gourd & Monette</i>		

*Canada Permanent Mortgage Corporation

†Canada Permanent Trust Company

Branch Advisory Boards

Newfoundland

Chairman, Edgar L. Hickman
Lewis H. M. Ayre
The Hon. P. Derek Lewis, Q.C.
The Hon. Fabian A. O'Dea, Q.C.
Ewart A. Pratt
Harry D. Roberts, M.D.
Gordon M. Stirling, Q.C.
William A. Tiller

Halifax-Dartmouth, N.S.

Chairman, William H. Jost, Q.C.†
Edward F. Crease†
Sheldon L. Fountain†
John D. Guildford
Donald McInnes, Q.C.
Clifford A. Moir
The Hon. Victor deB. Oland

Lunenburg, N.S.

Chairman, Leon J. Iversen
James B. Morrow
Murray Mosher

New Glasgow, N.S.

Chairman, Waldo E. Goodman
D. Creighton Jewkes
Donald R. MacKay
Ernest C. Mingo
Thomas C. Sedgewick, Q.C.

Prince Edward Island

Chairman, Alan K. Scales, Q.C.
John M. Mulligan, C.A.
Harold B. Schurman
J. David Stewart

Fredericton, N.B.

Chairman, Arthur McF. Limerick, Q.C.
B. L. Jewett, M.D.
Frank I. Morrison
Robert J. Wallace

Moncton, N.B.

Chairman, Gerald L. Comeau
Ralph W. Belyea
Ralph W. Black, C.A.
Jack K. Grainger
Mrs. Margaret O. Lockhart

Saint John, N.B.

Chairman, Hugh H. Mackay†
J. Ross Corbett
Thomas B. Drummie, Q.C.
Robert L. Emerson
Roy M. Lawson
Wallace S. Turnbull

Quebec

Chairman, Roger L. Beaulieu, Q.C.†
Jean-Marie Chabot
Paul Desrochers
Clarence D. Marshall
Jean R. Miquelon
Marcel Savard, C.A.
J. Lloyd Welch

Ottawa, Ont.

Chairman, Mrs. A. F. W. Plumptre,
LL.D.†
George Edwin Beament, Q.C.
J. Albert Brûlé, Q.C.
John M. Coyne, Q.C.
A. Davidson Dunton, D.Sc., LL.D.
Alan O. Gibbons
Roy H. Hyndman
Donald Maclaren

Hamilton, Ont.

Chairman, William P. Pigott†
The Hon. Ellen L. Fairclough,
P.C., O.C., F.C.A., LL.D.†
Donald H. Henderson
Douglas C. Marrs
Kenneth B. Paulin
Thomas F. Rahilly, Jr.
Albert E. Woods

Manitoba

Chairman, A. Lorne Campbell, Q.C., □
LL.D.†
William C. Gardner, Q.C.
T. Bruce Ross

Regina, Sask.

Chairman, Norman E. Whitmore†
W. T. Patton
Gordon L. Redhead
T. C. Wakeling, Q.C.
Manly Wellman

Calgary, Alta.

Chairman, The Hon. Harry Hays, P.C.†
Charles Kennedy
Howard P. Miller
Brett F. Sine
John Stevenson

Edmonton, Alta.

Chairman, Walter H. Johns, Ph.D., LL.D.
Edward E. Bishop, Q.C.
Jack K. Campbell
George W. Golden
W. Donald Hunt
Robert Stollery

†Director

Branch Offices

Newfoundland

St. John's
240 Water Street

Nova Scotia

Dartmouth
63 Tacoma Drive
Halifax
1646 Barrington Street
Lunenburg
36 King Street
New Glasgow
141 Provost Street
Sydney
199 Charlotte Street

Prince Edward Island

Charlottetown
129 Kent Street

New Brunswick

Fredericton
67 Carleton Street
Moncton
814 Main Street
Saint John
53 King Street

Quebec

Montreal
600 Dorchester Blvd. West
5222 Queen Mary Road
183 East Hymus Blvd., Pointe Claire
1326 Greene Avenue, Westmount
St. Laurent
3131 Chemin Cote Vertu

Ontario

Brantford
70 Market Street
300 King George Road
Brockville
20 King Street West
Burlington
500 Guelph Line
2201 Brant Street
Cambridge
27 Water Street North
Guelph
9 Wyndham Street, North
Hamilton
39 James Street South
75 James Street South
1053 King Street West
626 Mohawk Road West
308 Ottawa Street North
665 Upper James Street
Kitchener
67 King Street East
735 Belmont Avenue
London
361 Richmond Street
431 Boler Road
Mississauga
1585 Mississauga Valley Blvd.

Ontario (cont'd)

Oakville
233 Lakeshore Road East
Oshawa
22 King Street West
Ottawa
30 Metcalfe Street
1642 Merivale Road
Peterborough
138 Simcoe Street
Port Hope
113 Walton Street
Sarnia
195 Christina Street North
Sault Ste. Marie
629 Queen Street East
St. Catharines
15 James Street
Stoney Creek
686 Queenston Road
102 Highway No. 8
Sudbury
120 Durham Street South
Thunder Bay
215 Red River Road
Tillsonburg
161 Broadway
Toronto
3114 Bathurst Street
320 Bay Street
2518 Bayview Avenue
50 Bloor Street West
2972 Bloor Street West
666 Burnhamthorpe Road
2901 Danforth Avenue
20 Eglinton Avenue West
8 Eglinton Square
123 Eglinton Avenue East
2326 Kennedy Road
34 King Street West
633 Markham Road
85 Ellesmere Road
10 St. Clair Avenue West
1571 Sandhurst Circle
2900 Steeles Avenue East
1943 Weston Road
3421 Weston Road
1901 Yonge Street
3335 Yonge Street
4841 Yonge Street
148 Yorkdale Shopping Centre
Windsor
545 Ouellette Avenue
Woodstock
539 Dundas Street

Manitoba

Winnipeg
433 Portage Avenue
23-1225 St. Mary's Road

Saskatchewan

Regina
1778 Scarth Street
Saskatoon
170 Second Avenue South

Alberta

Calgary
3630 Morley Trail, N.W.
315 Eighth Avenue S.W.
3835 Memorial Drive N.E.
10816 Macleod Trail South
Edmonton
10038 Jasper Avenue
88 Meadowlark Park Shopping Centre
Central Station, Jasper Avenue

British Columbia

Chilliwack
1 Wellington Avenue
Kamloops
190 Seymour Street
North Vancouver
1604 Lonsdale Avenue
Penticton
262 Main Street
Prince George
299 Victoria Street
Richmond
626, 5300 #3 Road
Vancouver
701 West Georgia Street
455 Granville Street
2699 Granville Street
2154 West 41st Avenue
Victoria
1125 Douglas Street
1551 Cedar Hill Cross Road
West Vancouver
2040 Park Royal Shopping Centre

Mortgage Representative Offices

Quebec

Quebec #281, 3 Parc Samuel Holland

Ontario

Ajax 38 Hunt Street
Barrie #201, 105 Dunlop Street East
Belleville 205 North Front Street
Brampton #201, 21 Queen Street East
Georgetown 90 Main Street South
Kingston 837 Princess Street
Markham 171 Wellington Street East
Mississauga 130 Dundas Street East
Newmarket #1, 187 Main Street South
Niagara Falls†
North Bay 374 Fraser Street
Richmond Hill 10220A Yonge Street
St. Thomas 468 Talbot Street

Alberta

Lethbridge #813, 3rd Avenue South
Red Deer #109, 4818 Gaetz Avenue

British Columbia

Courtenay 625 England Avenue
Kelowna #203, 260 Harvey Avenue
Nanaimo #2A, 75 Front Street

†Opening in 1980

Real Estate Offices & Subsidiary Companies

Nova Scotia

Dartmouth
80 Tacoma Drive, K-Mart Plaza
Halifax
6169 Quinpool Road
Sydney
212 Charlotte Street

New Brunswick

Moncton
987 Main Street
Saint John
551 Westmorland Place

Quebec

Beloëil
524 Sir Wilfred Laurier Blvd.
Boucherville
280 Fort St. Louis
Brossard
7350 Taschereau Blvd.
Dollard
4230 St. Jean Blvd. Dollard des Ormeaux
LaSalle
8182 Champlain Blvd.
Laval
Chomedey
1600 Le Corbusier Blvd.
Duvernay
3100 Blvd. de la Concorde
Longueuil
1999 Roland Therrien
Montreal
Queen Mary
4964 Queen Mary Road
Commercial
110 Blvd. Cremazie West, Suite 1102
Pointe Claire
183-E Hymus Boulevard
Quebec City
999 De Bourgogne, Ste. Foy
Sherbrooke
2273 King West
St. Jean
640 Dorchester Street
St. Jerome
#9, 400 Blvd. des Laurentides
St. Laurent
3684 Cote Vertu
St. Leonard
7373 Langelier Blvd.

Ontario

Brantford
206 King George Road
Burlington
3235 Fairview Street
Bramalea
44 Peel Centre Drive, Brampton
Hamilton
Mountain
1012 Upper James Street
West
991 King Street West

Ontario (cont'd)

Kitchener
1440 King Street East
London
East
849 Dundas Street East
Southdale
1775 Ernest Avenue
Richmond St.
585 Richmond Street
Commercial
585 Richmond Street
Mississauga
90 Dundas Street West
Oakville
125 Cross Avenue
Oshawa
500 Rossland Road West
Ottawa
Billings Bridge
2315 Riverside Drive
West
1663 Carling Avenue
Peterborough
308 Rubidge Street
Toronto
Agincourt
3430 Sheppard Avenue East
Commercial
1901 Yonge Street
Davisville
1901 Yonge Street
Eglinton
899 Eglinton Avenue West
Kingsway
2968 Bloor Street West
Acarborough
1940 Eglinton Avenue East
Thornhill
7751 Yonge Street
Willowdale
5740 Yonge Street
Windsor
4505 Tecumseh Road East
Sarnia
270 Christina Street North

Manitoba

Winnipeg
Charleswood
4910 Roblin Blvd.
Colony St.
330 Colony Street
Fort Garry
1325 Markham Road
St. Boniface
35 Marion Street
St. James
2621 Portage Avenue
West Kildonan
1666 Main Street

Saskatchewan

Regina
2727 Parliament Avenue, #4
Saskatoon
170 2nd Avenue South

Alberta

Calgary
Brentwood
3802N Morley Trail, N.W.
Forest Lawn
5A, 3200-17th Avenue, S.E.
MacLeod Plaza
180-94th Avenue, S.E.
North Hill
2017D Centre Street
Oakridge
3109 Palliser Drive S.W., Suite 12
Edmonton
Argyll Centre
6825-83rd Street
Commercial
10020-101A Avenue, Suite 900
North/East
16725-100 Street, Plaza 100
West
170th Street & Stony Plain Road

British Columbia

Chilliwack
172 Yale Road East
Coquitlam
1071-C Austin Road
Langley
20269 Fraser Highway
New Westminster
7350 Edmonds Street, Burnaby
North Vancouver
1995 Lonsdale Avenue
Richmond
6740 No. 3 Road
Surrey
10558 King George Highway
Vancouver
Pacific Centre
701 West Georgia, Box 10133
East
2629 Kingsway
Kerrisdale
5455 West Boulevard
West Vancouver
107 Park Royal South
Victoria
Saanich
3647 Shelbourne Street
Victoria
702 Fort Street

CanPerm Realty Limited

100 Park Royal South,
Vancouver, B.C.

The Permanent Commercial Corporation

390 Bay Street,
Toronto, Ontario

Canada Permanent Trust Company (UK) Limited

1 Finsbury Square,
London, England
33 Cavendish Square,
London, England

Our Services

Savings and Loan Services

For Individuals

Savings and Chequing Accounts
Term Deposits (Debentures and
Guaranteed Investment Certificates)
Guaranteed Savings Certificates
Income Averaging Annuities
Permaservice—a convenient financial services
package incorporating savings and chequing facilities,
issuance of travellers cheques and Canadian
money orders and payment of utility bills.

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machine at several Toronto locations.

Sixty and Over—a package of free financial
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First and Second Mortgage Loans

Personal Loans

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For Corporations

Mortgage Loans
Commercial Loans
Term Deposits (Debentures and
Guaranteed Investment Certificates)

Trust Services

For Individuals

Retirement Savings Plans
Home Ownership Savings Plans
Investment Management
Custodianship Services
Estate Planning
Estate and Trust Administration
Safe-Keeping Facilities

For Corporations

Indenture Trustee for Bonds/Debentures
Stock Transfer Agent and Registrar
Dividend Disbursement Agent
Dividend Reinvestment Plan
Trustee of Pension and Other Employee Benefit Plans

Real Estate Services

For Individuals

Real Estate Brokerage Services
Guaranteed Home Trade Plan

For Corporations

Corporate Home Re-Location Services
Real Estate Brokerage Services





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